

Message Text

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PAGE 01 STATE 055788
ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-08 CIAE-00 INR-10 NSAE-00
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-----117651 042022Z /62

R 040100Z MAR 78
FM SECSTATE WASHDC
TO AMEMBASSY TEHRAN

UNCLAS STATE 055788

E.O. 11652:N/A

TAGS: BGEN, IR

SUBJECT: IRANIAN POLICY PERTAINING TO LICENSING ARRANGEMENTS

1. WESTINGHOUSE AIR BRAKE CO. OF PEORIA, ILL. (WABCO), SUBSIDIARY OF AMERICAN STANDARD, FOR SOME TIME HAS BEEN NEGOTIATING LICENSING AGREEMENT WITH HEPKO OF IRAN (IDRO SUBSIDIARY) FOR PRODUCTION OF OFF-HIGHWAY VEHICLES AND POSSIBLY OTHER ROADBUILDING EQUIPMENT SUCH AS GRADERS AND SCRAPERS.

2. NEGOTIATIONS HAVE HIT SNAG OVER IRANIAN REQUEST THAT WABCO QTE ALLOCATE 30 PERCENT OF ITS SHARE OF THE MARKETS UNQTE IN TEN DESIGNATED COUNTRIES OF MIDDLE EAST. HEPKO, IN PERSON OF EXECUTIVE VICE PRESIDENT G. HAYDARZADEH, CLAIMS THAT HIS REQUEST IS PURSUANT TO NEW GOI POLICY WITH RESPECT TO LICENSING ARRANGEMENTS BETWEEN IRANIAN AND FOREIGN COMPANIES. WHEN PRESSED TO CITE PERTINENT IRANIAN UNCLASSIFIED

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LAW OR REGULATION, HEPKO PRODUCED COPY OF JANUARY 28 LETTER RECEIVED FROM DEPUTY MINISTER OF INDUSTRIES AND MINES, DR. GHAFARZADEH. LETTER INSTRUCTED HEPKO TO SEEK 30 PERCENT MARKET ALLOCATION IN ITS NEGOTIATIONS WITH WABCO, BUT MADE NO REFERENCE TO ANY LAW OR REGULATION.

3. GENERAL COUNSEL FOR AMERICAN STANDARD HAS CAUTION?D

WABCO AGAINST PROCEEDING FURTHER UNTIL QUESTION RESOLVED
WHETHER ALLOCATION REQUEST REPRESENTS FIRM GOI POLICY
APPLICABLE TO ALL NEW LICENSORS OR MERELY BARGAINING PLOY
BEING USED IN CURRENT NEGOTIATIONS.

4. ANY LIGHT WHICH EMBASSY CAN SHED ON THIS QUESTION
WOULD BE APPRECIATED. CHRISTOPHER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Draft Date: 04 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: DJW
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780099-0917
Format: TEL
From: STATE
Handling Restrictions: n/a
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Legacy Key: link1978/newtext/t197803106/aaaadlyo.tel
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Original Previous Classification: n/a
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Review Event:
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Review Release Date: N/A
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Review Withdrawn Fields: n/a
SAS ID: 3115683
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TAGS: BGEN, IR
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